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SOURCE Newspapers as indicated.

EXPAND RETAIL STORE NETWORK;  
SCORES QUALITY OF CONSUMERS' GOODS

TO OPEN 75 NEW MHD STORES -- Warsaw Gazeta Handlowa, 5 Jul 50

In the first 6 months of 1950, 109 MHD (Municipal Retail Trade) branch stores were opened. Most of the stores are located in Warsaw's suburban areas, where they are badly needed. Since capitalist trade found it unprofitable to run stores in outlying areas, most of Poland's prewar retail stores were located in the central part of the city -- to the great inconvenience of workers living in the suburbs. After the war, private trade began to operate along the same lines. The MHD had to correct these conditions by opening stores in outlying workers' settlements.

Fifty percent of the MHD stores are now located in Warsaw's suburbs -- Marymont, Ochota, Wola, Targowek, Grochow, Mokotow. Czerniakow has no MHD stores; it is planned, however, that during the third quarter 1950 MHD stores will be opened there. The central part of the city, too, will not be overlooked by MHD.

In January 1950, sales amounted to 73 million zlotys, and in June they reached 254 million zlotys. The goods turnover cycle has grown shorter too. In the early part of MHD's activity, the turnover cycle was 68 days, in May it was 52 days, and in June it fell to 40 days. The direct delivery of goods from central sales offices to retail stores, by-passing MHD's warehouse, accounts largely for this decrease. In April, 40 percent of the goods were delivered direct to retail stores, in May 50 percent, and in June 65 percent.

In spite of the favorable results obtained, there are still many shortcomings. Many MHD stores are overloaded with goods not suitable to their clientele. Some do not fulfill the management's orders properly. Accounts and reports, on the whole, are not kept efficiently and some stores are in arrears with their daily reports, which makes the management's work much more difficult.

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Up to now, 150 persons have been trained for sales work in these stores. At present, 50 persons are attending a course for store managers.

The tasks facing MHD during the third quarter 1950 are even greater than in the past. Seventy-five new stores are to be opened, industrial articles are to be exhibited at fairs, and a new training course for sales personnel is to be opened.

#### LETTERS HIT SOCIALIZED STORES -- Quakenbruck Polak, 29 Jul 50

The number of letters printed by newspapers discloses that the supply of goods in Poland leaves much to be desired.

The authors of these letters score the management of socialized consumers' goods stores. The articles sold are of inferior quality and are not worth the high prices paid for them. Clothing for young boys is almost as expensive as men's clothing.

Reports indicate that trade has been socialized 90 percent, but there is an acute shortage of consumers' goods. There is a shortage of sugar and salt in the Czarny Potok cooperative. People often have to steal wood because they cannot obtain coal. Luxury-grade flour is available, but flour for everyday uses is not. Cooking utensils are bought up as soon as they are put on sale. The lids, however, are available at a much later date.

According to a reporter from Zycie Warszawy who visited the State Porcelain Factory in Cmielow, a worker has become director of the establishment, and its technical manager is a young graduate of the ceramic lyceum. The latter may have some knowledge of ceramics, but it is a fact that the forms which are used by the factory for baking porcelain, fall apart after each operation. First-class-quality products of this establishment are less than 19 percent of the total output.

#### MORE CONSUMERS' GOODS PLACED ON MARKET -- Warsaw Gazeta Handlowa, 20 May 50

At the Fourth Plenum of the PZPR (United Polish Workers' Party), President Boleslaw Bierut quoted the following figures on the comparative availability of consumers' goods on the domestic market in 1949 and 1950:

#### Deliveries of Consumers' Goods

<u>Commodity</u>	<u>Mar - Apr 1949</u>	<u>Mar - Apr 1950</u>
Meat and animal fats (tons)	56,000	89,000
Butter (tons)	2,600	3,200
Eggs	92,000,000	104,000,000
Footwear (pr)	1,375,000	2,304,000
Cotton goods (m)	24,000,000	36,000,000
Woolen goods (m)	4,300,000	5,500,000

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